

Reliable electricity, available natural gas, one of the most modern telephone systems in the country, and abundant surface water make Delaware a very attractive business location.

<u>Section Title</u>	<u>Page</u>
Delmarva Power and Delaware Electric Cooperative Invite You to Delaware	VIII-2
Electric Rates Compared.....	VIII-3
Electric Service Areas.....	VIII-4
Available Natural Gas.....	VIII-6
Natural Gas Service Areas.....	VIII-7
Modern Communications Systems	VIII-8
Waste Systems	VIII-12
Abundant Water Resources.....	VIII-12

DELMARVA POWER & DELAWARE ELECTRIC COOPERATIVE INVITE YOU TO DELAWARE:

Delaware continues to reap the benefits of lower energy costs provided by Delmarva Power and the Delaware Electric Cooperative. While much of the rest of the region is burdened with high-energy costs, which increase the cost of doing business, Delaware businesses enjoy some of the lowest energy rates in the region. Moreover, because of Delaware's electric utility legislation law, rates are likely to remain very competitive.

Customers of the Delaware Electric Cooperative are also benefiting greatly from the electric restructuring legislation and the state's strong economic environment. These factors have kept the Cooperative's rates competitive and stable. Delaware is fortunate to have this longstanding provider of electricity doing business in the state, where its customers are its owners.

The quality and competitiveness of the service provided by Delmarva Power, the Cooperative and municipal electric utilities provide an excellent atmosphere for business and residential customers to locate. The cost of doing business in the Delmarva region is low, as is the cost of living. Those factors result in an economically viable business environment. Delaware's central location – one-third of the country's population lives within a 500-mile radius - is one more reason why Delaware has the reputation for being a prime business location.

Delmarva Power and the Cooperative have proven abilities and solid reputations, backed by years of experience in the energy business, help drive Delaware's economic growth. These companies are expanding and providing services for the businesses that are arriving to take advantage of the state's well-deserved reputation.

ELECTRIC RATES COMPARED:

Residential Service Rates

SUMMER 2004

(Average monthly bills for customers with
electric hot water heating)

	750 kWh	1000 kWh
Wilmington, DELAWARE	\$ 72.92	\$ 95.65
Phoenix, Arizona	73.15	90.97
Fresno, California	101.10	150.20
Washington, DC	64.35	94.10
Baltimore, Maryland	71.26	92.39
Boston, Massachusetts	95.90	132.41
Trenton, New Jersey	83.31	120.05
New York, New York	130.57	172.68
Philadelphia, Pennsylvania	107.38	144.53

Source: Edison Electric Institute, summer 2004, *Typical Residential, Commercial and Industrial Bills*

Industrial Service Rates

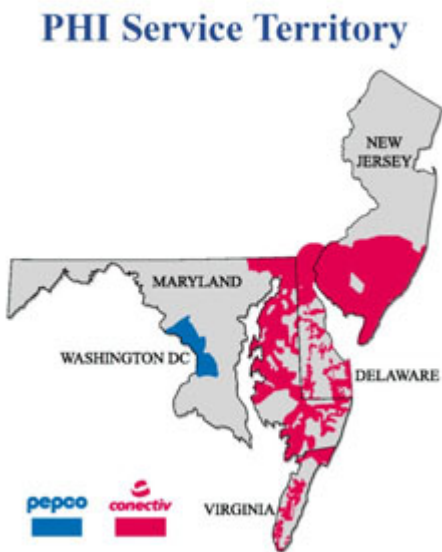
SUMMER 2004

(average monthly bills)

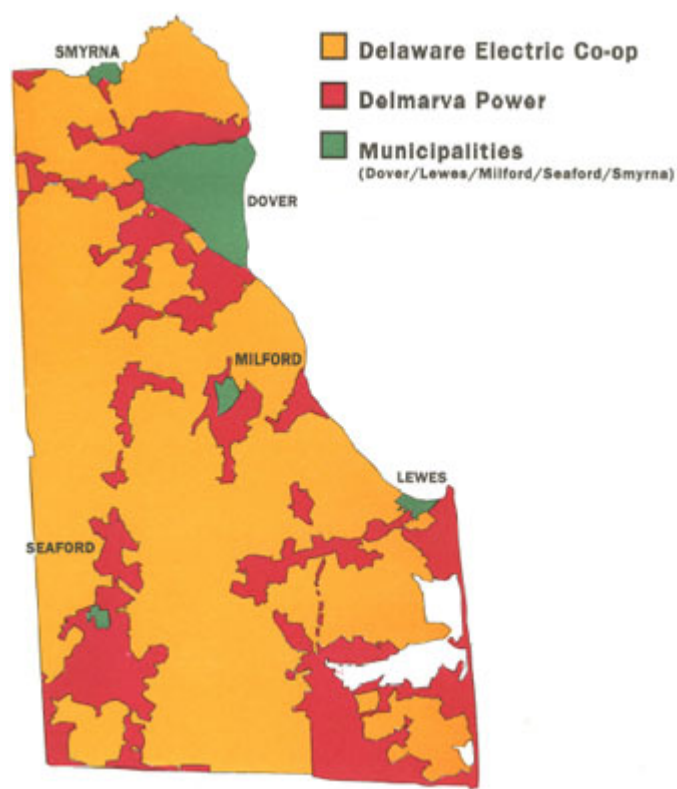
Demand in kW Consumption in kWh	75 30,000	1,000 200,000	50,000 15,000,000
Wilmington, DELAWARE	\$ 2,319	\$ 21,228	\$ 1,145,301
Phoenix, Arizona	2,538	17,541	1,003,605
Fresno, California	4,816	36,871	1,423,253
Washington, DC	2,828	26,781	1,542,419
Baltimore, Maryland	2,543	23,173	NA
Boston, Massachusetts	3,990	35,195	2,101,587
Trenton, New Jersey	3,254	NA	NA
New York, New York	5,096	43,914	3,182,724
Philadelphia, Pennsylvania	3,029	28,462	1,686,485

Source: Edison Electric Institute, summer 2004, *Typical Residential, Commercial and Industrial Bills*

DELMARVA POWER DELIVERY SERVICE AREAS:



DELAWARE ELECTRIC COOPERATIVE SERVICE AREAS:



AVAILABLE NATURAL GAS:

Two major utility corporations supply the State's natural gas service. Delmarva Power serves New Castle County north of the Chesapeake and Delaware Canal. Delmarva Power has continued to expand its high-pressure gas service lines and facilities to provide for the increasing number of natural gas customers in Delaware.

Chesapeake Utilities Corporation provides natural gas to the area south of the Chesapeake and Delaware Canal. Eastern Shore Natural Gas Company, a subsidiary of the Chesapeake Utilities Corporation, has a pipeline that extends from Pennsylvania through Delaware to Maryland.

Chesapeake serves natural gas to a growing number of customers in many of the municipalities south of the Chesapeake and Delaware Canal.

Natural gas rates in Delaware are competitive with a number of other states and regions.

2002 Gas Utility Average Prices (\$/MMBtu)

<u>State</u>	<u>Total</u>	<u>Residential</u>	<u>Commercial</u>	<u>Industrial</u>
DELAWARE	\$9.32	10.25	9.17	6.00
Arizona	8.72	11.79	8.20	6.32
California	6.50	6.92	5.91	4.80
Washington, DC	10.52	10.72	10.02	NA
Maryland	9.12	9.54	8.02	7.22
Massachusetts	9.19	9.78	8.57	7.16
New Jersey	6.23	7.04	6.09	4.78
New York	8.86	9.91	7.15	5.39
Pennsylvania	8.82	9.22	8.29	6.12
U. S. Average	6.44	7.64	6.57	3.91

Source: American Gas Association, 2003 Gas Facts.

Liquefied Petroleum Gas

Delaware enjoys the benefits of a number of companies that supply a wide variety of LPG appliances, equipment, and gases. Most suppliers offer industrial, wholesale, and retail quantities, as well as bulk storage facilities. Delaware LPG suppliers have an excellent track record for cooperation with industries located in the State. The Delaware Economic Development Office can assist you in locating a supplier near your proposed facilities.

CHESAPEAKE UTILITIES CORPORATION SERVICE AREAS:



MODERN COMMUNICATION SYSTEMS:

Telephone Service

Local telephone service in Delaware is provided by Verizon-Delaware, Inc., a subsidiary of Verizon Corporation, a firm with approximately 109 million access lines within the United States. As of this writing, the Delaware Public Service Commission has approved over 20 applications of other companies to provide local telephone service.

Long distance calling is available from Verizon, as well as other carriers such as AT&T, MCI, Sprint, Cable and Wireless and other long distance companies for calling outside of the Delaware/Philadelphia area-calling region. Verizon offered long distance service in Delaware in 2002 and is currently providing long distance service in several states outside the Verizon service area.

Verizon-Delaware has spent \$300 million during the past seven years to assure that Delaware customers are served by leading edge telecommunications. The Company is an industry leader in its aggressive investment in state-of-the-art technology – digital switches, high-capacity fiber optic cables, and integrated network management systems. Verizon-Delaware's history of telecommunications landmarks include: first statewide 911 enhanced system; first state with all computer-controlled switching; first statewide equal access. Delaware has a telecommunications relay system for persons with hearing and speech disabilities that provides not only intrastate service, but also handles interstate and international calling on an ongoing basis. Integrated Services Digital Network (ISDN) service, which allows customers to send and receive voice, data and video over a standard phone line and is available statewide. ISDN applications include Internet access, telecommuting, and local area network access. Interactive Video Distance Learning technology is now a Verizon tariffed offering in Delaware. Currently there are 15 educational institutions active on the Distance Learning network. The Company has connected all Delaware public schools to a high capacity data network, (frame relay data service), which enables students to access and transmit enormous amounts of information, such as information carried on the internet, very quickly.

Verizon-Delaware's investments have resulted in sophisticated, cost effective voice and data service for Delaware customers. Broadband, high capacity data transport is available via survivable fiber optic loop facilities and electronics. Since the late 1980's, Verizon-Delaware has provided its services through a fiber optic network running the entire length of the state. In 1989, the Company installed a long distance facility hub that completely bypasses the existing network to serve large corporations where telecommunications services are critical to operations. Verizon-Delaware has SONET-based fiber rings in place and under construction in the State. This technology provides diversity, survivability and unlimited bandwidth capabilities. In addition, Verizon-Delaware has also built and continues to maintain a number of private fiber optic-based local area networks.

Cellular mobile phone service is currently available through a variety of firms. Verizon Mobile was the first to offer statewide cellular service with a coverage area that includes the entire State plus the greater Philadelphia area. Pager and answering services are also available throughout the state.

MODERN COMMUNICATION SYSTEMS: (continued)

Mail Service

Mail service in Delaware is provided by 52 post offices, 13 stations and branches, and approximately 2,000 career employees located throughout the state. Post office operations in Delaware are overseen by the South Jersey Customer Service District located in Bellmawr, NJ.

The focal point for mail distribution and transportation resides at the Delaware Processing and Distribution Center (P&DC) located in the Airport Industrial Park in New Castle. Built in 1977, the facility operates 24-hours a day, 7 days a week. Due to the concentration of credit card banks in the State of Delaware, the Delaware P&DC is one of the largest processing centers for credit card remittances in the United States.

The P&DC processes all of Delaware's mail and has access to a sophisticated national distribution network of highway, air, and rail transportation. On average, 2.5 million pieces of mail are processed daily, with the majority sorted on high-speed automated equipment.

The U.S. Postal Service offers a wide range of products and services, such as Express Mail, Priority Mail, click-n-ship, carrier pickup, delivery confirmation, philatelic products, and specialized address improvement support. The Postal Service staff works closely with business customers to ensure optimum service. More information on products and services is available as www.usps.com.

Newspapers, Radio, and TV

Media Outlets

News coverage and advertising placements can be garnered from Delaware's more than 45 media outlets, including several lifestyle magazines, two daily papers, numerous weekly publications, television and radio. Following is a list of the state's major media outlets. These can be supplemented by the news resources of nearby New York, Philadelphia, Baltimore and Washington.

Daily Newspapers

Delaware State News
PO Box 737
Dover, DE 19903
Phone: 302-422-2393
newsroom51@hotmail.com

The News Journal
PO Box 15505
Wilmington, DE 19850
Phone: 302-324-2500
Fax: 302-324-5509

Weekly Newspapers

Beachcomber/Coast Press
3712 Highway 1, PO Box 309
Rehoboth Beach, DE 19971
Phone: 302-227-9466
Fax: 302-227-9469

Business Ledger
153 East Chestnut Hill Road
Newark, DE 19713
Phone: 302-737-0923
Fax: 302-737-9019

Cape Gazette
PO Box 213
Lewes, DE 19958
Phone: 302-645-7700
Fax: 302-645-1664
thv@capegazette.com

Community Publications
PO Box 549
Hockessin, DE 19707
Phone: 302-239-4644
Fax: 302-239-7033

Delaware Wave
PO Box 1420
Bethany Beach, DE 19930
Phone: 302-537-1881
Fax: 302-537-9705
thewave@shore-source.com

Harrington Journal
PO Box 239
Harrington, DE 19952
Phone: 302-398-3206
Fax: 302-398-3824

Hoy En Delaware
PO Box 593
Georgetown, DE 19947
Phone: 302-947-9199
Fax: 302-947-9299

**Weekly Newspapers
(continued)**

Middletown Transcript
24 West Main Street
Middletown, DE 19709
Phone: 302-378-9531
Fax: 302-378-0647

Milford Chronicle
PO Box 297
Milford, DE 19963
Phone: 302-422-1200
Fax: 302-422-1208

New Castle Weekly, Inc.
203 Delaware Street
New Castle, DE 19720
Phone: 302-328-6005
Fax: 302-328-6005

Newark Post
Robscott Building
153 E- Chestnut Hill Road
Newark, DE 19713
Phone: 302-737-0724
Fax: 302-737-9019
newpost@dca.neta

Seaford Leader/State Register
302 W. Stein Highway
PO Box 1130
Seaford, DE 19973
Phone: 302-629-5505
Fax: 302-629-6700
dneale@newszap.com

Smyrna-Clayton Times
PO Box 327
Smyrna, DE 19977
Phone: 302-653-2083
Fax: 302-653-8821

Star Newspapers
PO Box 1000
Seaford, DE 19973
Phone: 302-629-9788
Fax: 302-629-9243
publisher@seafordstar.com

Sussex Countian
115 N. Race Street
Georgetown, DE 19947
Phone: 302-856-0026
Fax: 302-856-0925

The Dover Post
609 E. Division Street
PO Box 664
Dover, DE 19903
Phone: 302-678-3616
Fax: 302-678-8291
don-flood@dovertoday.com

Magazines
Delaware Today
PO Box 2080
Wilmington, DE 19805
Phone: 302-656-1809
Fax: 302-656-5843
editors@delawaretoday.com

Out and About Magazine
813 Tatnall Street
Wilmington, DE 19801
Phone: 302-655-6483
Fax: 302-654-0569

Pacemaker
10 Lost Tree Court
Dover, DE 19904
Phone: 302-674-3224
Fax: 302-674-4146

Shore Living Magazine
PO Box 973
Rehoboth Beach, DE 19971
Phone: 302-856-1591
Fax: 302-537-2322

Southern Delaware Explorer
PO Box 990
Ocean View, DE 19970
Phone: 302-539-5415

The Hunt
5714 Kennett Pike, Suite G
Centreville, DE 19807
Phone: 302-656-4868
Fax: 302-429-8868

Radio Stations WAFL/WYUS
PO Box 808
Milford, DE 19963
Phone: 302-422-7575
Fax: 302-422-3069

WAMS AM
PO Box 553
Dover, DE 19903
Phone: 302-730-1600
Fax: 302-730-9398

WDEL-AM, WSTW-FM
2727 Shipley Road, PO Drawer
7492
Wilmington, DE 19803
Phone: 302-478-8898
Fax: 302-479-1532

WDOV AM/FM, WDSD-FM
5595 West Dennys Road
Dover, DE 19904
Phone: 302-674-1410
Fax: 302-674-2049

WGMD FM
PO Box 530
Rehoboth Beach, DE 19971
Phone: 302-945-2050
Fax: 302-945-3781

WILM FM
PO Box 1990
Wilmington, DE 19899
Phone: 302-656-9800
Fax: 302-655-1450

WJBR FM/ WRDX FM
812 Philadelphia Pike
Wilmington, DE 19809
Phone: 302-765-1160
Fax: 302-765-1199

WJWL AM, WZBH FM
701 N- Du Pont Highway
Georgetown, DE 19947
Phone: 302-856-2567
Fax: 302-856-6839

WMPH FM
5201 Washington Street Ext.
Wilmington, DE 19809
Phone: 302-762-7199
Fax: 302-762-7042

Radio Stations (continued)

WNRK AM
PO Box 8152
Newark, DE 19711
Phone: 302-737-5200
Fax: 302-737-7466

WQLV AM
PO Box 553
Dover, DE 19903
Phone: 302-730-1600
Fax: 302-730-9398

WRDX-FM
3001 Philadelphia Pike
Claymont, DE 19703
Phone: 302-793-4200
Fax: 302-793-4204

WSBL FM
PO Box 379
Selbyville, DE 19975
Phone: 302-436-9725
Fax: 302-436-9726

WSCL FM
PO Box 2596
Salisbury, MD 21802
Phone: 410-543-6895
Fax: 410-548-3000

WXHL AM/FM
179 Stanton-Christiana Road
Newark, DE 19716
Phone: 302-731-0690
Fax: 302-738-3090

WXPZ FM /WFBR FM
PO Box K
Milford, DE 19963
Phone: 302-424-1013
Fax: 302-424-2358

News Stations CN8 News
2215 N. Du Pont Parkway
New Castle, DE 19720
Phone: 302-661-4283
Fax: 302-661-4291

WBOC-TV 16
1839 S. Dupont Highway
Dover, DE 19901
Phone: 302-734-9262
Fax: 302-734-3674

WHYY-TV 12
625 Orange Street
Wilmington, DE 19801
Phone: 302-888-1200
Fax: 302-575-0346

WMDT-TV
202 Downtown Plaza
Salisbury, MD 21801
Phone: 410-742-4747
Fax: 410-749-4777

WPVI-TV 6 (ABC)
500 W. 2nd Street
Wilmington, DE 19801
Phone: 302-429-6666
Fax: 302-429-6669

WASTE SYSTEMS:

Solid Waste

The Delaware Solid Waste Authority provides solid waste disposal facilities in New Castle, Kent, and Sussex Counties. No hazardous waste disposal facilities are available in the State; however, several firms are licensed to remove and transport hazardous waste from your site. The Delaware Economic Development Office can work with you in solving your hazardous waste disposal needs.

The Delaware Solid Waste Authority operates a voluntary drop-off recycling program. There are 145 drop-off centers located throughout the State. The centers accept glass, plastics, aluminum and tin cans, newspapers and batteries. Cardboard, junk mail, electronic goods, textiles, motor oil and used oil filters are also accepted at selected sites.

The Department of Natural Resources and Environmental Control offers a waste minimization/technical assistance program for businesses. Delaware is also a sponsor of the Northeast Industrial Waste Exchange.

The services of numerous solid waste collectors are available to remove solid waste from your site. The cost of these services varies, depending on the location of the plant and disposal facility, the volume of waste, and the frequency of the service. The Delaware Economic Development Office staff can assist you in locating a waste removal company.

Sewer Systems

Sewer service is generally available in the incorporated areas of the State, in the more populous rural areas, and in several existing plant sites and industrial parks. On-site wastewater disposal facilities are required in areas not served by public sewers. The Division of Water Resources (DNREC) regulates sewage disposal. The Delaware Economic Development Office will assist you in dealing with these agencies.

ABUNDANT WATER RESOURCES:

The State has adequate surface water and ground water to meet the projected demand for fresh water. The northern portion of the State uses a combination of ground and surface supplies to satisfy public water demands. Ground water is used exclusively south of the Chesapeake and Delaware Canal for drinking water supply.

Northern Delaware obtains about two-thirds of its potable water supply from four streams and utilizes Hoopes reservoir for surface-water storage. This part of the state, with its denser population, is largely serviced by private and public distribution systems. All of these systems are interconnected at strategic locations to enable the utilities to assist each other if necessary, thereby increasing the reliability of the water supply. Also existing are interconnections with a regional water utility in adjacent Pennsylvania. A new storage facility, built by the City of Newark, is planned to be operational within year 2004. It too will become a component of the interconnected system thereby further improving reliability. A computer model of regional ground water system is being constructed as a key element of a comprehensive, long-range water plan that has also been adopted to guide management of the water resources and to insure adequate water supplies for future growth and development.

ABUNDANT WATER RESOURCES (continued):

South of the C & D Canal, a number of streams and ponds are used for manufacturing or irrigation. Delaware is fortunate to have several aquifers capable of producing sufficient water to meet demands in this predominately rural portion of the state. Either individual wells, municipal systems, or private utilities provide water supply. This portion of the state will likewise adopt a comprehensive water plan to include updated estimates of available supply and projections of future demands. Study is underway for completion by no later than 2010.

The Delaware River is brackish and is used as a source for processing and cooling water. The drainage basin of the Delaware River and Bay is subject to the authority and regulations of the Delaware River Basin Commission and the Delaware Department of Natural Resources and Environmental Control. The State Department of Natural Resources and Environmental Control regulates all ground-water and surface-water withdrawals. The State Public Service Commission regulates private utility water rates. The Delaware Economic Development Office will assist you in your dealings with all federal, state, and local regulatory agencies in an effort to meet your proposed water needs.